

Message Text

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16

ACTION AF-18

INFO OCT-01 NEA-10 ADP-00 EUR-25 AGR-20 CAB-09 CIAE-00

COME-00 DODE-00 EB-11 INR-10 NSAE-00 RSC-01 FAA-00

L-03 XMB-07 AID-20 SS-15 TRSE-00 RSR-01 /151 W

----- 100187

R 160841Z AUG 73

FM AMEMBASSY MOGADISCIO

TO SECSTATE WASHDC 1141

INFO AMEMBASSY ATHENS

AMEMBASSY BEIRUT

AMEMBASSY KINSHASA

AMEMBASSY NAIROBI

AMEMBASSY ROME

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BEIRUT FOR CAA

E.O. 11652: N/A

TAGS: ETRN BPRO SO US

SUBJ: SOMALI AIRLINES INTEREST IN TRANSPORTING MEAT TO EUROPE

REF: A. STATE 160128; B. MOGADISCIO 0712 (NOTAL)

1. BOEING REPRESENTATIVE RICHARD TATE VISITED MOGADISCIO AUGUST 9-15 FOR DISCUSSIONS WITH SOMALI AIRLINES' OFFICIALS CONCERNING POSSIBLE PURCHASE OF BOEING EQUIPMENT. UNFORTUNATELY, AIRLINES PRESIDENT AND SEVERAL OTHER TOP OFFICIALS NOT IN COUNTRY AT TIME OF TATE'S VISIT.

2. TATE NOW CONSIDERS THAT PRINCIPAL JUSTIFICATION FOR NEW AIRCRAFT PURCHASE IS PROSPECT AIRLIFT CHILLED BEEF TO EUROPE (GREECE AND ITALY). BOEING ALSO IN CONTACT WITH GREEK BUSINESSMAN APOSTOLES MAMATAS WHO SHOWED BOEING COPIES OF HIS AGREEMENTS WITH GSDR GIVING EXCLUSIVE RIGHTS TO MARKET SOMALI

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MEAT PRODUCTS, INCLUDING 3,000 TONS OF BEEF AND VEAL MONTHLY,

IN GREECE, ZAIRE AND SEYCHELLES.

3. ALTHOUGH TATE'S TALKS WITH SOMALI AIRLINES AND LIVESTOCK DEVELOPMENT AGENCY OFFICIALS RAISED DOUBTS ABOUT STATS OF MAMATAS' AGREEMENTS AND QUANTITIES SPECIFIED THEREIN, HE STILL CONSIDERS THAT SOMALIA'S MEAT EXPORT PROSPECTS JUSTIFY PURCHASE OF 707 FOR ROUTE CHISIMAIO-MOGADISCIO-JIDDAH-ATHENS-ROME AND POSSIBLY 737 FOR ROUTE ACROSS AFRICA TO ZAIRE. ANOTHER BOEING REPRESENTATIVE PLANS TO VISIT MOGADISCIO IN SEPTEMBER TO ASSIST SOMALIS IN DEVELOPING PROGRAM FOR AIR TRANSPORT OF MEAT EXPORTS.

4. TATE IS AWARE OF EX-IM'S RESERVATIONS ABOUT SOMALIA BUT IS HOPEFUL THAT BOEING WILL BE ABLE TO OBTAIN ENOUGH DATA TO CONVINCE EX-IM TO FINANCE 707 PURCHASE. AIRCRAFT COULD NOT BE DELIVERED UNTIL EARLY 1975, CHARTER WOULD BE NECESSARY IN MEANTIME.

5. MEANWHILE OTHER AIRCRAFT MANUFACTURERS CONTINUE TO BE ACTIVE. BRITISH EMBASSY SOURCE STATES THAT BAC REPRESENTATIVES WORKING OUT ROUTING AND CARGO PROPOSALS WITH SOMALI AIRLINES AND CONTINUE TO BE OPTIMISTIC OVER THEIR PROSPECTS. BAC PREPARED TAKE SOMALI AIRLINES' TWO USED VISCOUNTS AS PARTIAL PAYMENT, THUS EASING FINANCIAL BURDEN ON SOMALIS. BAC'S ESTIMATES OF EXTENT AND PROFITABILITY OF MEAT EXPORTS ARE MORE CONSERVATIVE THAN BOEINGS, AND BAC, UNLIKE BOEING, BELIEVES THAT SIGNIFICANT RETURN CARGO ESSENTIAL FOR PROFITABLE OPERATION.

6. COMMENT: A. SOMALIA INDEED APPEARS TO POSSESS SIGNIFICANT POTENTIAL AS MEAT EXPORTER. RECENT FAO SURVEY INDICATES IT IS ONLY EAST AFRICAN COUNTRY WITH A PROJECTED BEEF SURPLUS IN 1980. NEVERTHELESS, RAPID DEVELOPMENT OF EXPORTS OF CHILLED MEAT TO EUROPE WILL NOT BE EASY. WHILE RECENT INVOLVEMENT OF ITALIAN FIRM IN CHISIMAIO MEAT OPERATIONS SHOULD ENHANCE CAPABILITIES, SOMALIS HAVE LONG WAY TO GO TO REACH LEVEL OF NEIGHBORING COUNTRIES WHICH ARE JUST BEGINNING TO BREAK INTO EUROPEAN MARKETS. SOMALI BEEF HAS NEVER BEEN TESTED IN SOPHISTICATED MARKET. MOREOVER, THERE IS SOME UNCERTAINTY OVER EXTENT OF SOMALI COMMITMENT TO PROVIDE MEAT PRODUCTS TO LIMITED OFFICIAL USE

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USSR. SOMALI-SOVIET AGREEMENT ANNOUNCED AUGUST 14 TO PROVIDE 30,000,000 TINS OF CANNED MEAT TO USSR ANNUALLY.

B. IN LIGHT THESE CONSIDERATIONS, REFTEL A INFORMATION IS MOST INTERESTING. IF NEGOTIATIONS SUCCESSFUL, OPERATION OF CHARTER SHOULD HELP REMOVE SOME UNCERTAINTIES OVER SOMALI CAPABILITIES AS MEAT EXPORTER. CROMWELL

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